

# Director of Major Gifts – Mercatus and IHS – Arlington, VA

The [Mercatus Center at George Mason University](#) and its sister organization, the [Institute for Humane Studies](#) (IHS), seek a Director of Major Gifts to join a fast-paced and growing development team. Responsibilities include the planning and implementation of major gift strategies for prospective and current individuals and/or foundations.

Ideal candidates will have professional development experience as a front-line fundraiser with a track record of results and a demonstrated ability to take on significant responsibility. An appreciation for the missions of each organization is a must. Candidates must also be detail-oriented, have excellent communication skills, be entrepreneurial, and appreciate teamwork. The Director of Major Gifts will have a high level of responsibility over his/her projects and must be a self-starter.

Management experience is a plus. The ability and willingness to travel is a requirement for the position.

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- professional development experience as a front-line fundraiser with a track record of results
- demonstrated ability to take on significant responsibility.
- an appreciation for the missions of each organization is a must.
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- the Director of Major Gifts will have a high level of responsibility over his/her projects and must be a self-starter.

It will be important for a Director of Major Gifts to utilize and deploy resources where they are most appropriate. This will require strategic decision making ability.

The Director of Major Gifts position is considered a management level within the Mercatus Center and Institute for Humane Studies. This position takes responsibility for cultivating current and prospective major donors. Cultivation requires strategic planning to “move” donors to higher giving levels.

Mercatus and IHS rely on personal interactions with donors to “move” donors to higher giving levels. These are often face-to-face meetings, event participation, etc. The Director of Major Gifts will be required to work with members of the development team to coordinate such personal interactions and have a willingness to meet with supporters.

The Director of Major Gifts reports to the Director of Development and must communicate strategy regularly with senior leadership and to the development team.

This person will manage the actions of development associates but must be a “hands-on” leader with a desire to mentor new development professionals.

Qualified candidates should send a cover letter, resume, and prior salary history to [claire@talentmarket.org](mailto:claire@talentmarket.org).